## Before the FEDERAL COMMUNICATIONS COMMISSION Washington, D.C. 20554

| In the Matter of                   | ) |                      |
|------------------------------------|---|----------------------|
|                                    | ) |                      |
| Annual Assessment of the Status of | ) | MB Docket No. 02-145 |
| Competition in the Markets for the | ) |                      |
| Delivery of Video Programming      | ) |                      |

### COMMENTS OF DIRECTV, INC.

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### COMMENTS OF DIRECTV, INC.

DIRECTV, Inc.<sup>1</sup> ("DIRECTV") hereby submits the following comments in response to the Commission's Notice of Inquiry in the above-captioned matter.<sup>2</sup>

### I. INTRODUCTION AND SUMMARY

As of the end of June 2002, DIRECTV had 10.7 million subscribers nationwide. Using seven high-powered direct broadcast satellites at three orbital locations, DIRECTV currently offers more than 225 national channels of digitally-delivered entertainment, educational, and informational programming directly to homes and businesses equipped with the DIRECTV® System, which features small satellite dish antennas. Eight years after launching its first satellite, DIRECTV remains committed to providing consumers with a multichannel video programming distributor ("MVPD") alternative to incumbent cable television operators.

By devoting an enormous amount of resources to state-of-the-art technologies, and by utilizing the additional DBS frequencies and orbital locations it has acquired in recent years, DIRECTV has been able to improve and increase the variety of its services and offer consumers

DIRECTV is a wholly owned subsidiary of DIRECTV Enterprises, LLC, a licensee in the DBS service and a wholly-owned subsidiary of Hughes Electronics Corporation.

In the Matter of Annual Assessment of the Status of Competition in the Market for the Delivery of Video Programming, MB Docket No. 02-145, FCC 02-178, Notice of Inquiry (2002) ("Notice").

more attractive program packages, including the offering of local broadcast channels via satellite in 44 television markets. This commitment of resources has enhanced DIRECTV's ability to compete with cable incumbents that continue to dominate the MVPD marketplace.

As a stand-alone company, however, DIRECTV's ability to provide local channels in Designated Market Areas ("DMAs") throughout the country and expand its programming choices in order to compete with cable incumbents is significantly limited by capacity constraints. DIRECTV's parent companies, Hughes Electronics Corporation and General Motors Corporation, are party to a merger agreement with EchoStar Communications

Corporation that will merge the EchoStar and DIRECTV DBS services. The combined spectrum resources of EchoStar and DIRECTV will alleviate those capacity constraints so as to enable DBS to compete more aggressively with the cable incumbents.

Regulatory approval of the merger will eliminate the duplication of hundreds of channels of programming by the two companies, which, in turn, will enable the merged company to offer local channel service in every DMA in the country and expanded program offerings, all at highly competitive prices set on a uniform nationwide basis. In addition, the merged company will be better equipped to compete directly with cable incumbents by expanding the deployment of specialized services such as HDTV, video-on-demand/personal video recorder (PVR) functionality, pay-per-view, and interactive services. The merger will result in an estimated \$1 billion per year in consumer welfare benefits. Approval of the merger will be the single most important factor in fostering stronger competition to the cable incumbents.

DIRECTV below addresses a number of issues and data requests raised in the Notice. As

DIRECTV has pointed out extensively in other proceedings, the progress DIRECTV and other

DBS operators have made thus far in introducing a viable competitive alternative to cable

continues to be threatened by three regulatory developments in the MVPD marketplace: (i) the failure of the Commission to address the serious threat of harmful interference posed by new, proposed services or service providers that seek to share the mission-critical frequency band designated for primary use by United States DBS operators; (ii) increasing regulatory demands on DBS capacity; and (iii) the evasion of the program access law that was enacted to prevent anticompetitive activity by vertically-integrated cable incumbents. These critical issues must be monitored and addressed by the Commission if DBS is to continue to progress as an MVPD competitor.

### II. REGULATORY IMPEDIMENTS TO DBS PROVIDERS IN THE MVPD MARKETPLACE

The Commission seeks comment on the impact of the current regulatory environment in encouraging vigorous competition in the market for the delivery of video programming, as well as any remaining statutory or regulatory barriers to competition.<sup>3</sup> From DIRECTV's perspective, there remain at least three major regulatory developments in the MVPD market that threaten DBS as an effective cable competitor, which are described below.

### A. Interference in the 12 GHz Band

Recognizing the importance of protecting and supporting the growth of DBS services, the Commission historically has been committed to clearing the 12.2-12.7 GHz frequency band (the "12 GHz Band") – the primary downlink spectrum used by DBS providers – of sources of unacceptable interference.<sup>4</sup> In the past few years, however, the Commission has taken steps to introduce several new sources of interference into the 12 GHz Band.

4 Con a Publi

Notice at  $\P 10$ .

See, e.g., Public Notice, Initiation of Direct Broadcast Satellite Service – Effect on 12 GHz Terrestrial Point-to-Point Licensees in the Private Operational Fixed Service, 10

DIRECTV has repeatedly urged the Commission to refrain from introducing services into the 12 GHz Band that will degrade U.S. DBS service and thereby jeopardize the progress DBS operators have achieved to date in competing with cable incumbents. There is ample other spectrum available to accommodate new MVPD competitors. DIRECTV reiterates these concerns below.

### 1. Proposed NGSO Systems

Companies such as Skybridge, Virtual Geosatellite, and Boeing have proposed to use frequencies designated for DBS service to operate NGSO FSS systems. Specifically, these companies have proposed to operate NGSO downlinks in frequencies ranging from 10.7-12.7 GHz, which would overlap with the entire 12.2-12.7 GHz Band used by DBS for service downlinks. For the reasons DIRECTV explained in the NGSO FSS rulemaking proceeding, its comments on individual NGSO FSS applications, and its pending reconsideration petition of the NGSO FSS proceeding, the Commission should make it a priority to preserve the interference-free use of the frequency bands designated for primary use by DBS services. 6

FCC Rcd 1211 (1994) (reminding remaining 12 GHz terrestrial licensees that they should relocate their operations to other available frequency bands or alternative facilities).

In the Matter of Redesignation of the 17.7 – 19.7 GHz Frequency Band, Blanket Licensing of Satellite Earth Stations in the 17.7 – 20.0 GHz and 27.5 – 30.0 GHz Frequency Bands, and the Allocation of Additional Spectrum in the 17.3 – 17.8 GHz and 24.75 – 25.25 GHz Frequency Bands for Broadcast Satellite Service Use, IB Docket No. 98-172, RM-9005, RM-9118, FCC 00-212, Report and Order (rel. June 22, 2000), at ¶ 96. NGSO FSS systems had also proposed to use the 17.3 - 17.8 GHz frequency band, which is designated for DBS uplinks, for NGSO FSS gateways, but the Commission declined to adopt this proposal. See First Report and Order and Further Notice of Proposed Rulemaking, ET Docket No. 98-206 (Dec. 8, 2000) ("NGSO FSS/Northpoint Order"), at ¶ 158.

See, e.g., Petition for Reconsideration of DIRECTV, Inc., ET Docket No. 98-206 (filed Mar. 19, 2001), at 23-26; Reply of DIRECTV, Inc., ET Docket No. 98-206 (filed May 9, 2001), at 11-17; Comments of DIRECTV, Inc., ET Docket No. 98-206 (Mar. 2, 1999), at 7-23 & Appendix A; Reply Comments of DIRECTV, Inc., ET Docket No. 98-206 (Apr. 14, 1999), at 30-39; see also Petition to Defer Consideration of, or Hold in Abeyance,

Before the Commission licenses specific NGSO systems proposing to use the 12 GHz band, DIRECTV believes that the Commission must ensure that existing and future DBS operations – in which DBS operators collectively have invested billions of dollars and which today serve more than 17.7 million subscribers – are not adversely affected by NGSO operations. While much progress has been made in international regulatory forums and at the Commission in developing criteria for the co-existence of DBS and NGSO systems, DIRECTV reiterates the need for the Commission to proceed with care in processing NGSO system applications until such compatibility is conclusively established.

### 2. Northpoint Technology

During the past few years, Northpoint Technology, Ltd. and its affiliates, Broadwave USA and Diversified Communication Engineering (collectively "Northpoint"), have been engaged in an effort to introduce a terrestrial point-to-multipoint service into the 12 GHz band on a non-interference basis. The proposed service, designated by the Commission as Multichannel Video Distribution and Data Service ("MVDDS"), has emerged as the most serious interference threat to DBS to date.

As DIRECTV has demonstrated in numerous filings before the Commission, Northpoint and other proposed MVDDS systems should not be introduced at 12 GHz given the interference scenarios that become clearer with every new test of these technologies<sup>7</sup> and the alternate

and Comments of DIRECTV on Applications for Authority to Launch and Operate Non-Geostationary Satellite Systems at Ku Band (filed June 30, 1999).

DIRECTV and EchoStar reported on the harmful interference into DBS operations observed during tests conducted by the DBS operators in Oxon Hill, Maryland. See DIRECTV, Inc. and EchoStar Satellite Corp., Report of Interference Impact on DBS Systems from Northpoint Transmitter Operating at Oxon Hill, MD, May 22 to June 7, 2000 (July 25, 2000). The interference observed was consistent with interference observations made by DIRECTV during Northpoint's Washington, D.C. demonstrations. See, e.g., DIRECTV Inc., Conclusions to Date Regarding Harmful Interference From a

spectrum available to house such a service. Last year, an independent report by the MITRE Corporation ("MITRE"), commissioned by the Commission at the behest of Congress, found that the introduction of a Northpoint-type service into the 12 GHz Band "currently reserved for DBS poses a significant interference threat to DBS operation in many realistic operational situations."

The MITRE Report confirmed the DBS operators' predictive modeling and analyses of both Northpoint and DBS operator field tests, all of which demonstrated harmful interference similar in magnitude to the "significant" interference observed by MITRE.

Unfortunately, the Commission has continued down a path of grossly inadequate protection of DBS licensees' provision and their subscribers' receipt of service. In its recently-released Second Report and Order<sup>9</sup> in the MVDDS proceeding, the Commission adopted technical parameters purportedly designed to protect DBS operators and subscribers from harmful interference, but that do nothing of the kind. To the contrary, the Second Report and

Proposal Northpoint Technology Terrestrial System Operating in the DBS Downlink Band, 12.2 – 12.7 GHz (Jan. 27, 2000). DIRECTV also provided extensive analysis of Northpoint's Austin, Texas test data in its filings in ET Docket No. 98-206. See e.g., Comments of DIRECTV, Inc., Amendment of Parts 2 and 25 of the Commission's Rules to Permit Operation of NGSO FSS Systems Co-Frequency, with GSO and Terrestrial Systems in the Ku-band Frequency Range, ET Docket No. 98-206, (filed Mar. 2, 1999); Reply Comments of DIRECTV (filed Apr. 14, 1999); Opposition of DIRECTV, In the Matter of Broadwave Albany, L.L.C., et al., Requests for Waiver of Part 101 of the Commission's Rules, DA 99-494 (filed Apr. 12, 1999). See also Application of DIRECTV, Inc., For Expedited Review and Request for Immediate Suspension of Testing, In the Matter of Diversified Communication Engineering, Inc., Experimental Special Temporary Authorization, File No. 0094-EX-ST-1999, Call Sign WA2XMY (June 25, 1999).

The MITRE Corporation, Analysis of Potential MVDDS Interference to DBS in the 12.2-12.7 GHz Band (April 2001) (the "MITRE Report"), at xvii, 6-1 (emphasis supplied); see Public Notice, "Comments Requested on The MITRE Corporation Report on Technical Analysis of Potential Harmful Interference to DBS from Proposed Terrestrial Services in the 12.2-12.7 GHz Band (ET Docket 98-206)," DA 01-933 (rel. April 23, 2001).

<sup>9</sup> Second Report and Order, ET Docket No. 98-206 (May 23, 2002).

Order "sanctions the severe disruption of DBS service for an untold number of consumers," <sup>10</sup> and undercuts the very benefits of MVPD competition that the Commission has spent decades attempting to promote in fostering the growth of DBS. DIRECTV has asked the Commission to reconsider this potentially disastrous decision. <sup>11</sup>

### 3. Proposed DBS System of SES American at 105.5° W.L.

In April of this year, SES Americom, Inc. ("SES"), a foreign satellite operator, filed a petition for declaratory ruling that it would be in the public interest for SES to build, launch and operate a new DBS satellite at the 105.5° W.L. orbital position. SES proposes to develop a platform that will offer satellite capacity to third parties who will provide direct-to-home services to consumers in the United States as well as certain British Overseas Territories in the Caribbean. The Commission has sought comment on this proposal.

DIRECTV has opposed the SES petition as procedurally defective, and on the merits, has shown that SES's proposal poses a threat to both current and future U.S. DBS operations. <sup>12</sup>

Although it has yet to design, construct, launch or obtain a license for its proposed satellite, SES asks the Commission to depart from the framework of nine degree spacing upon which U.S.

DBS operators have relied in spending billions of dollars to launch and deploy U.S. DBS systems. If deployed, the SES satellite will interfere with currently-deployed U.S. DBS

<sup>10</sup> Id., Statement of Commissioner Kevin J. Martin at 15.

Petition for Reconsideration of DIRECTV, Inc., ET Docket No. 98-206 (filed July 26, 2002). In addition, on July 18, 2002, DIRECTV filed in the United States Court of Appeals for the District of Columbia a Petition for Review of the Commission's underlying decision that sharing between DBS and MVDDS is possible, arguing that the authorization of MVDDS operations in the 12 GHz band exceeds the Commission's authority, is an abuse of discretion, is arbitrary and capricious, and is otherwise contrary to law. DIRECTV, Inc. v. Federal Communications Comm'n and the United States of America, D.C. Cir. (filed July 19, 2002).

See In the Matter of SES Americom, Inc., SAT-PDR-20020425-00071, Opposition of DIRECTV, Inc. (June 17, 2002).

satellites. Worse, SES claims that its satellite should be accorded interference protection priority over a number of current and planned DBS satellites, including DBS spot-beam satellites that are critical to offering U.S. DBS subscribers satellite-delivered local broadcast signals. If SES's proposed satellite is accorded such interference protection, there is a significant risk that the number of local television markets that can be served by DIRECTV will be dramatically reduced, and there will be a serious design constraint on the future growth and development of all U.S. DBS systems. Although DIRECTV does not oppose SES finding a less disruptive way to provide DTH service in the United States, for example, by using future orbital locations to be allocated for BSS service in "expansion" BSS frequencies at 17 GHz, the current SES proposal should be denied.

### B. Increased Regulatory Demands on DBS Capacity

While the Commission is allowing increased interference in the frequency bands designated for primary DBS use and thereby diminishing the quality of DBS transmissions, the Commission also is imposing ever-greater regulatory burdens on DBS operators' system capacity. DBS systems, which already were required to comply with the closed captioning and political broadcasting rules and to reserve 4% their channel capacity for noncommercial

Regulatory approval of the EchoStar/Hughes merger, which will combine the DISH Network and DIRECTV DBS services, will eliminate the duplication of hundreds of channels of programming by the two companies and thereby alleviate the capacity constraints that the DBS providers currently face.

programming of an educational or informational nature,<sup>14</sup> are now also required to provide video description services for certain video programming.<sup>15</sup>

In addition, DBS operators are subject to onerous mandatory carriage requirements that are tied to their ability to offer local broadcast channels in local markets.<sup>16</sup> While cable operators may invest in infrastructure upgrades that can dramatically increase their available bandwidth, DBS spectrum is a finite resource. Such capacity requirements over time could seriously affect the diversity of programming choices that can be made available to DBS subscribers.

### C. Dilution of the Program Access Law

DIRECTV is pleased that the Commission recently extended for five years the statutory prohibition on exclusive contracts between cable operators and cable-affiliated programmers. The Commission found that, absent the prohibition, programmers affiliated with cable providers would have the incentive to favor their cable affiliates over other MVPDs. As DIRECTV has explained in numerous proceedings before the Commission, access to programming controlled by vertically-integrated cable incumbents continues to be a crucial issue for DBS operators.

<sup>47</sup> U.S.C. § 335; see also In the Matter of Section 25 of the Cable Television Consumer Protection and Competition Act of 1992, Direct Broadcast Satellite Public Interest Obligations, Report and Order, 13 FCC Rcd 23254 (1998).

In the Matter of Video Description of Video Programming. Report and Order 15 FCC Rcd 15,230 (2000), aff'd, Memorandum Opinion and Order on Reconsideration, 16 FCC Rcd 1251 (2001).

See In the Matter of Implementation of the Satellite Home Viewer Act of 1999,
 Broadcast Signal Carriage Issues, CS Docket No. 00-96, Report and Order (rel. Nov. 30, 2000) (petitions for reconsideration pending).

Implementation of the Cable Television Consumer Protection and Competition Act of 1992, Development of Competition and Diversity in Video Programming Distribution: Section 628(c)(5) of the Communications Act, Sunset of Exclusive Contract Prohibition, FCC 02-176, Report and Order (rel. June 28, 2002).

See, e.g., DIRECTV, Inc v. Comcast Corp., et al., DA 98-2151, Memorandum Opinion and Order (rel. Oct. 27, 1998), aff'd, Memorandum Opinion and Order, FCC 00-404 (rel. Nov. 20, 2000).

DIRECTV is concerned about the Commission's failure to apply the program access law to programming formerly delivered by satellite that was migrated to a terrestrial delivery mode specifically to evade the law.<sup>19</sup> Although the Commission appropriately retained the prohibition on cable exclusivity through October 5, 2007, it did not clarify that "terrestrial evasion," coupled with a corresponding refusal to sell such programming to an entire class of MVPD competitors, falls squarely within the protective sweep of the program access law.<sup>20</sup> DIRECTV is therefore concerned that the Commission's unduly narrow construction of the law has threatened the ability of DBS operators to secure crucial programming from increasingly clustered and vertically-integrated cable incumbents.

At this critical juncture in which DBS operators and other alternative MVPDs are finally making inroads in the MVPD market, the program access rules are more important than ever.

Technological advances that have vastly diminished the costs of delivering programming terrestrially, coupled with the efforts of cable MSOs to "cluster" or trade their systems to form broad, contiguous service areas, have created an environment in which terrestrial distribution has become a more viable method of delivering regional and national programming from production facilities to cable headends. With access to increasingly large geographic regions, incumbent cable operators have begun to use terrestrial distribution as a new tactic to insulate themselves

See DIRECTV, Inc v. Comcast Corp., et al., 13 FCC Rcd 21,822 (1998), aff'd, Memorandum Opinion and Order, FCC 00-404 (rel. Nov. 20, 2000); EchoStar Communications Corp., 14 FCC Rcd 2089 (1999) aff'd Memorandum Opinion and Order, FCC 00-404 (rel. Nov. 20, 2000), Petition for Review pending, EchoStar v. FCC, No. 01-1032 (D.C. Cir.).

Implementation of the Cable Television Consumer Protection and Competition Act of 1992; Development of Competition and Diversity in Video Programming Distribution: Section 628(c)(5) of the Communications Act; Sunset of Exclusive Contract Prohibition, FCC 02-176, Report and Order (2002) ¶ 75-80.

See e.g. Applications for Consent to the Transfer of Control of Licenses, Comcast Corp. and AT&T Corp., Transferors, to AT&T Comcast Corp., Transferee (filed Feb. 28, 2002).

from the program access requirements. For these reasons, DIRECTV continues to urge the Commission to carefully monitor the effects of terrestrial distribution of vertically integrated programming by cable operators.

### RESPONSES TO SPECIFIC INFORMATION REQUESTS III.

### Competitors In Markets For The Delivery Of Video Programming A.

The Commission seeks factual information and statistical data about the status of video programming distributors and any changes that have occurred during the past year, as well as financial and subscriber information.<sup>22</sup> DIRECTV provides responsive information below.

### 1. Subscribership

As of the end of June 2002, DIRECTV had 10.7 million subscribers compared to about 9.6 million as of June 30, 2001.

### 2. Financial Information

For the second quarter of 2002, DIRECTV (U.S.) had revenue of \$1.55 billion – a 15% increase over 2001 revenues for this period. Also, for the second quarter of 2002, DIRECTV reported EBITDA of \$148 million, which nearly doubled last year's second quarter EBITDA of \$75 million. The operating loss for the second quarter of 2002 was \$53 million, compared with an operating loss of \$38 million in the second quarter of 2001.

### 3. Substitution of MVPD Services

According to internal subscriber data, over half of DIRECTV customers were cable subscribers at the time that they first subscribed to DIRECTV. Of these, the substantial majority cancelled their cable subscription once they activated DIRECTV. A small percentage of DIRECTV subscribers retained some level of cable service in addition to DIRECTV.

<sup>22</sup> *Id.* at ¶¶ 4-5.

### **Direct-To-Home Satellite Services** B.

The Commission seeks information specific to DBS service providers concerning DBS subscriber attributes, programming packages, and the effects of new local television broadcast channel services on subscribership.<sup>23</sup> DIRECTV provides responsive information below.

### Identifiable Differences Between DBS and Cable Subscribers 1.

As between DBS subscribers and subscribers to cable services, DBS subscribers are more likely to live in a single family home, and more likely to live in a rural area. Approximately 55% of DIRECTV's subscribers<sup>24</sup> live in larger urban counties, defined by Nielsen as "A" or "B" counties. "A" counties are those counties in the largest 21 metropolitan areas. "B" counties are all counties with more than 85,000 households (according to the 1990 Census) in metropolitan areas that are not included as "A" counties. In addition, 80% of DIRECTV subscribers live in single family homes. This statistic is tied to anti-competitive "evergreen" and exclusive service contracts between cable operators and multiple dwelling unit ("MDU") owners and other barriers to MDU entry. DIRECTV discusses this issue further below in response to the Commission's inquiries concerning MDU competition.<sup>25</sup>

### 2. Available Programming and Pricing

In general, DIRECTV's prices and program packages are comparable to those offered by cable operators. A price and channel list for DIRECTV's program packages is included as Exhibit A. The cost of the DIRECTV system is determined by the retailer.

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<sup>23</sup> Notice at ¶¶ 38-39.

<sup>24</sup> This includes DIRECTV customers served by NRTC affiliates.

Notice at ¶ 8.

### 3. Local-into-Local Service

DIRECTV currently offers local broadcast channels in 44 DMAs in full compliance with the mandatory carriage requirements, with 7 more DMAs in the planning stages for roll-out during the remainder of the current year. As of June 30, 2002, over 60% of all paying residential customers are taking the local programming packages, where available.

Customers do not need additional equipment to view local channels delivered from the 101° W.L. orbital location. For those customers who live in markets where their local channels are delivered from the 119° W.L. orbital location (3 DMAs today), equipment that can receive signals from both the 101° W.L. and 119° W.L. orbital locations is available at retail. If a customer has a DIRECTV system that can receive signals from the 101° W.L. orbital location only, the equipment must be replaced with multi-slot equipment to view programming that is broadcast from the 119° W.L. orbital location.

DIRECTV notes that regulatory approval of the EchoStar/Hughes merger will significantly benefit consumers through the expansion of satellite-delivered local broadcast signals. Specifically, the merged company will have the capacity necessary to carry local broadcast stations in all 210 DMAs.

DIRECTV offers local broadcast channels in the following 44 markets: Atlanta, GA; Austin, TX; Baltimore, MD; Birmingham, AL; Boston, MA; Charlotte, NC; Chicago, IL; Cincinnati, OH; Cleveland, OH; Columbus, OH; Dallas/Ft. Worth, TX; Denver, CO; Detroit, MI; Greensboro, NC; Greenville, SC; Houston, TX; Indianapolis, IN; Kansas City, MO; Los Angeles, CA; Memphis, TN; Miami/Ft. Lauderdale, FL; Milwaukee, WI; Minneapolis/St. Paul, MN; Nashville, TN; New York, NY; Orlando/Daytona, FL; Philadelphia, PA; Phoenix, AZ; Pittsburgh, PA; Portland, OR; Raleigh/Durham, NC; Sacramento/Stockton, CA; Salt Lake City, UT; San Antonio, TX; San Diego, CA; San Francisco/Oakland/San Jose, CA; Seattle/Tacoma, WA; St. Louis, MO; Tampa/St. Petersburg, FL; Washington, D.C.; West Palm Beach, FL; Hartford, CT; Las Vegas, NV; and Providence, RI.

### 4. Geographic Location of DBS Subscribers

In general, DIRECTV subscribers are distributed evenly across the continental United States. Approximately 55% of DIRECTV's total current subscribers<sup>27</sup> live in urban counties, and 45% live in smaller, rural counties.

### C. Programming Issues

The Commission seeks information concerning ownership of video programming and practices concerning access to such programming, as well as updated information concerning content and packaging.<sup>28</sup> DIRECTV provides responsive information below.

### 1. Affiliations with Programming Networks

DIRECTV is not affiliated with any programming networks.

### 2. **Programming Choices**

DIRECTV offers a number of different program packages in order to accommodate different household income levels and programming interests. DIRECTV's programming information is attached as Exhibit A.

### 3. Programming Descriptions

DIRECTV carries the following regional sports networks ("RSNs"): Empire Sports

Network, Comcast SportsNet Mid-Atlantic, Madison Square Garden (MSG), New England

Sports Network, Sunshine Network, YES, and 18 Fox Sports Networks, Fox Sports Arizona, Fox

Sports Bay Area, Fox Sports Chicago, Fox Sports Cincinnati, Fox Sports Detroit, Fox Sports

Florida, Fox Sports Midwest, Fox Sports New England, Fox Sports New York, Fox Sports

North, Fox Sports Northwest, Fox Sports Ohio, Fox Sports Pittsburgh, Fox Sports Rocky

Mountain, Fox Sports South, Fox Sports Southwest, Fox Sports West, Fox Sports West 2. Thus,

This includes DIRECTV customers served by NRTC affiliates.

Notice at ¶¶ 14-17, 39.

with the exception of Philadelphia, DIRECTV carries the RSN in every market that has an RSN. As the Commission is aware, DIRECTV sought to carry the Philadelphia RSN, but was refused access to the programming by Comcast SportsNet.<sup>29</sup>

### 4. Non-commercial Educational or Informational Programming

DIRECTV currently carries the following eleven channels pursuant to Section 335 of the Communications Act, which requires DBS operators to make available 4% of their channel capacity for noncommercial programming of an educational or informational nature: C-SPAN; Trinity Broadcast Network (TBN); PBS Lifelong Learning; WorldLink TV (LINK); Eternal Word Television Network (EWTN); Clara+Vision (CLAR); Inspirational Life (INSP); NASA-TV; RFD-TV; The Word; and BYU-TV. DIRECTV also carries additional educational channels such as C-SPAN2 and PBS KIDS Channel, but does not include these as part of its carriage obligation under Section 335.<sup>30</sup>

### 5. Closed Captioning and Video Description.

DIRECTV provides closed captioning on every channel that notifies DIRECTV that it carries closed captioning. DIRECTV provides video description for USA, TBS, TNT, Lifetime, Nickelodeon, Turner Classic Movies, and any local broadcast station that notifies DIRECTV that it carries video description. DIRECTV has 46 local channels for which it has added the Secondary Audio Program channel to carry Descriptive Video Services.

See supra discussion of program access issues in Section II.C.

See 47 C.F.R. § 100.5(c)(4) (limiting the number of channels a single national educational and informational programmer can use to one channel per programmer, until all qualified entities that have sought access have been offered access on at least one channel).

### D. **Technical Advances**

The Commission seeks comment on the extent to which MVPDs are upgrading their systems and increasing capacity in order to expand their service offerings.<sup>31</sup> The Commission also requests information as to specific services and equipment. DIRECTV provides responsive information below.

### 1. System Upgrades

DIRECTV constantly takes advantage of technical advances to improve and increase services available to its customers. These include interactive television technologies (DIRECTV INTERACTIVE™ powered by Wink Communications®) providing information and ecommerce; High Definition Television ("HDTV") broadcast technologies to provide HDTV services (DIRECTV currently offers 3 national channels of HDTV programming and some HDTV pay-per-view offerings); consumer electronics technologies enabling less expensive receivers and more receiver options for DIRECTV customers; digital video recording technologies enabling PVR capabilities for consumers, such as the DIRECTV Receiver with TiVo® and spot-beam spacecraft technologies enabling additional local channel markets.

DIRECTV has offered digitally compressed signals from its inception, and has substantially reached current technological limits on digital compression with respect to capacity on its existing satellites. Although there are potentially very small gains still possible through the use of advanced algorithms, such technological developments can neither be predicted nor relied upon as a means of increasing system channel capacity.

In the past year, DIRECTV has launched two additional spacecraft so that DIRECTV can more effectively use its assigned frequencies. Specifically, DIRECTV launched its DIRECTV 5

<sup>31</sup> Notice at ¶¶ 21-23, 40.

w.L. orbital location more efficiently and with increased redundancy. In addition, on November 26, 2001, DIRECTV launched and now operates the DIRECTV 4S satellite<sup>33</sup> at the 101° W.L. orbital location. DIRECTV 4S is a state-of-the-art spot-beam satellite that facilitates DIRECTV's provision of local broadcast channel service in 41 television markets across the nation.

### 2. Internet Access

With respect to Internet-access services, DIRECTV, through its DIRECTV Broadband affiliate, offers DIRECTV DSL, an "always-on" Internet connection with speeds up to 50 times greater than standard dial-up modems, and, through its sister company, Hughes Network Systems, DIRECWAY, a satellite-based Internet service.

### 3. Consumer Equipment

Since its establishment in 1994, DIRECTV has had a rigorous test program for consumer equipment design before making commitments to large-scale production. This test program has encouraged multiple manufacturers to compete in the development and marketing of set-top boxes and other consumer equipment to serve the DBS subscriber market. DIRECTV consumer equipment (including set-top boxes and integrated high-definition television sets) is manufactured and/or distributed by a wide variety of consumer electronics manufacturers, including: Hughes Network Systems, Mitsubishi, Panasonic, Philips, Samsung, Sony, Thomson Consumer Electronics, Toshiba, and Zenith.

<sup>&</sup>lt;sup>32</sup> See File No. SAT-LOA-20000505-0086, Order and Authorization (Nov. 27, 2000).

DIRECTV Enterprises, Inc. Application to Launch and Operate a Direct Broadcast Satellite Service Space Station, Order and Authorization, 16 FCC 18530 (2001).

Virtually all DIRECTV consumer equipment is available at more than 26,000 retail outlets. The channels of distribution include: major retail outlets such as Circuit City, Best Buy, Radio Shack, and others; discount retailers such as Wal-Mart and K-Mart; independent retailers such as Good Guys, Ultimate Electronics, and others; and thousands of independent satellite TV dealers nationwide. DIRECTV Systems also are available for purchase from Blockbuster, the DIRECTV direct sales channel (accessed either through www.directv.com or 1-800-DIRECTV), and through e-commerce.

Set-top box products are not interchangeable with those used by different MVPDs, as the major MVPDs (satellite and cable) all have significant technical, operating, and security differences. DIRECTV and other MVPD providers, however, have worked extensively with consumer electronics manufacturers to maximize compatibility at the chip level and thereby reduce the overall cost of equipment to the subscriber.

### 4. Electronic Programming Guides

All DIRECTV subscribers receive a full interactive electronic programming guide ("EPG"). DIRECTV's EPG is produced nationally but allows for local customization of channel lineups. DIRECTV's EPG was developed by and is owned by DIRECTV, and is specific to DIRECTV's digital DBS system. Because DIRECTV's EPG system is specific to its own encoding and processing infrastructure, only DIRECTV's subscribers may access it. In contrast to EPGs offered by cable operators, DIRECTV does not charge its subscribers any additional fees for the service, nor is DIRECTV's EPG supported by advertising.

### E. Multiple Dwelling Units ("MDUs")

The Commission seeks information on what factors influence MVPD competition in MDUs, and information on the use of exclusive and "evergreen" video service contracts in MDUs.<sup>34</sup> DIRECTV provides responsive information below.

### 1. Competition in MDUs

As DIRECTV has explained previously, many residents of MDUs do not enjoy a choice of video providers, as cable incumbents continue to control the market for the provision of video programming services to MDUs. The cable industry's success in thwarting competition is fundamentally due to exclusive service contracts or exclusive "rights of entry" that do not allow MDU property owners and landlords to procure video programming services from an alternative service provider. In many cases, such contracts include an "evergreen" term based on the incumbent's franchise renewal. As a consequence, DIRECTV's penetration, particularly in urban areas, has been affected. While DIRECTV's penetration is roughly evenly distributed throughout the United States, DIRECTV has lower penetration rates in certain large metropolitan areas in which a large percentage of consumers live in MDUs.

### 2. Effectiveness of OTARD Rule

DIRECTV supports the over-the-air reception device ("OTARD") rule and the Commission's vigorous enforcement of that rule. The FCC's OTARD rule has been somewhat helpful to a select segment of MDU residents in obtaining DBS service; in particular, it has helped those residents who have balconies and/or patios within the proper line of sight to receive DBS signals.<sup>35</sup> The Commission's OTARD decisions have encouraged some MDU landlords

Notice at ¶ 8.

See In the Matter of Restrictions on Over-the-Air Reception Devices: Television Broadcast, Multichannel Multipoint Distribution and Direct Broadcast Satellite Services,

and owners to seek DTH distribution systems that use a single common dish for reception to prevent "dish clutter" in their MDU communities. However, the OTARD rule has not assisted residents of apartments, condominiums and other MDUs who lack an exclusive-use area suitable for antenna installation (e.g., a south-facing balcony or patio). DIRECTV believes that the rule should be extended to renters and owners who do not have exclusive use of areas suitable for antenna installation.

### IV. CONCLUSION

DIRECTV hopes the foregoing information is useful to the Commission in taking action to promote the continued emergence of competition in the MVPD market.

Respectfully submitted,

DIRECTV, Inc.

Gary M. Epstein

James H. Barker Tonya Rutherford

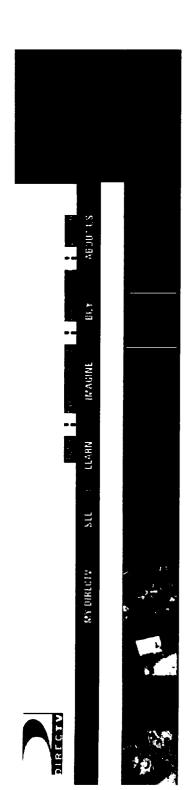
LATHAM & WATKINS 555 Eleventh Street, NW

**Suite 1000** 

Washington, D.C. 20004-1304

(202) 637-2200

CS Docket No. 96-83, Second Report and Order, 13 FCC Rcd 23874 (1998), aff'd, Building Owners and Managers Ass'n v. FCC, No. 99-1021 (D.C. Cir. 2001).



|  | <b>医医院 医多种性</b> |
|--|-----------------|
|--|-----------------|

# **DIRECTV Packages Comparison**

| * * * * * * * * * * * *                    | * * * * * * * * * *                     | * * * * * * * *                    | A&E  ABC Family  Action  All News Channel  American Movie Classics  Animal Planet  BBC America  The Biography Channel  Black Entertainment Television  BLACK STAR2!  Bloomberg Television  Boomerang | J DIRECTV® Channel lineup J DIRECTV® service in 5 easy steps J How does DIRECTV technology work? L Local channel availability |
|--|---|------------------------------------|--|---|
| *  | ×                                       | *                                  | Cartoon Network  |   |
|  |   |                                    |  |   |
| *  | *                                       | *                                  | Bravo  |   |
| *  | *                                       |                                    | Boomerang  |   |
|  |   |                                    |  |   |
| *  | *                                       | *                                  | Bloomberg Television   |   |
| *  |   |                                    | BLACK STARZ!   |   |
| *  | *                                       | *                                  | Black Entertainment Television   |   |
| *  | *                                       |                                    | The Biography Channel  |   |
| *  | *                                       | ¥                                  | BBC America  |   |
| *  | *                                       | ¥                                  | Animal Planet  |   |
| *  | *                                       | *                                  | American Movie Classics  | i Local channel   |
| *  | *                                       | *                                  | All News Channel   | technology work?  |
| *  |   |                                    | Action   | How does DIRECTV  |
| *  | *                                       | *                                  | ABC Family   | DIRECTV® service<br>in 5 easy steps   |
| *  | *                                       | *                                  | A&E  | @   |
|  |   |                                    |  | DIRECTV <sup>®</sup> Channel<br>lineup  |
| PREMIER<br>\$81.99/m                       | PLUS<br>\$35.99/mo.                     | CHOICE <sup>®</sup><br>\$31.99/mo. | Channel  | •   |
| TOTAL<br>CHOICE®<br>PREMIER<br>\$81.99/mo. | TOTAL<br>CHOICE®<br>PLUS<br>\$35.99/mo. | TOTAL<br>CHOICE®<br>\$31.99/mo.    | Johnson  | J DIRECTV <sup>®</sup> packages   |

| Cinemax                     |   |   | * |
|-----------------------------|---|---|---|
| Cinemax West                |   |   | * |
| CNBC                        | * | * | * |
| CNN                         | * | * | * |
| CNNfn/CNN International     | * | * | * |
| Comedy Central              | * | * | * |
| Country Music Television    | * | * | * |
| Court TV                    | * | * | * |
| C-SPAN                      | * | * | * |
| C-SPAN 2                    | * | * | * |
| Daystar                     | * | * | * |
| Discovery Channel           | * | * | * |
| Discovery Civilization      |   | * | * |
| Discovery Health Channel    | * | * | * |
| Discovery Home & Leisure    |   | * | * |
| Discovery Kids Channel      |   | * | * |
| Discovery Wings             |   | * | * |
| Disney Channel East         | * | * | * |
| Disney Channel West         | * | * | * |
| Do It Yourself Network      |   | * | * |
| E! Entertainment Television | * | * | * |
| Encore East                 |   |   | * |
| Encore West                 |   |   | * |
| ESPN                        | * | * | * |
| ESPN CLASSIC                | * | * | * |
| ESPN 2                      | * | * | * |
| ESPNEWS                     | * | * | * |

| Fox Movie Channel         *         *         *           Fox Movie Channel         *         *         *           Fox News Channel         *         *         *           Fox Sports World         *         *         *           FX         Galavision         *         *         *           Game Show Network         *         *         *         *           The Golf Channel         *         *         *         *           HBO         *         *         *         *           HBO Family         *         *         *         *           HBO Family West         *         *         *         *           HBO Signature         *         *         *         *         *           HBO West         * | FLIX                         |   |   | * |
|--|------------------------------|---|---|---|
| *  | Food Network                 | * | * | * |
| *  | Fox Movie Channel            | * | * | * |
| *  | Fox News Channel             | * | * | * |
| *  | Fox Sports World             |   |   | * |
| * * * * * * * * *  | FX                           | * | * | * |
| * * * * * * * *  | Galavision                   | * | * | * |
|  | Game Show Network            | * | * | * |
|  | The Goif Channel             |   |   | * |
|  | Hallmark Channel             | * | * | * |
|  | НВО                          |   |   | * |
|  | HBO Family                   |   |   | * |
|  | HBO Family West              |   |   | * |
|  | нво2                         |   |   | ¥ |
|  | HBO2 West                    |   |   | * |
|  | HBO Signature                |   |   | ¥ |
|  | HBO West                     |   |   | * |
|  | Headline News                | * | * | * |
|  | The Health Network           | * | * | * |
|  | The History Channel          | * | * | * |
|  | History International        |   | * | * |
|  | Home & Garden Television     | * | * | * |
|  | Home Shopping Network        | * | * | * |
|  | The Independent Film Channel | * | * | * |
| Lifetime  * * * *  Lifetime Movie Network * * * *  | The Learning Channel         | * | * | * |
| Lifetime Movie Network * * *   | Lifetime                     | * | * | * |
|  | Lifetime Movie Network       | * | * | * |

| Love Stories                            |   |   | * |
|---|---|---|---|
| МогемАХ                                 |   |   | * |
| The Movie Channel East                  |   |   | * |
| The Movie Channel West                  |   |   | * |
| MSNBC                                   | * | * | * |
| VTM                                     | * | * | * |
| MTV2                                    | * | × | * |
| MuchMusic                               | * | * | * |
| Music Choice: 70s                       | * | * | * |
| Music Choice: 80s                       | * | ¥ | * |
| Music Choice: Alternative Rock          | * | * | * |
| Music Choice: American Originals        | * | * | * |
| Music Choice: Atmospheres               | * | ¥ | * |
| Music Choice: Big Band                  | * | ¥ | * |
| Music Choice: Body & Soul               |   | * | * |
| Music Choice: Blues                     | * | * | * |
| Music Choice: Channel X                 | * | ¥ | * |
| Music Choice: Classic Country           | * | * | * |
| Music Choice: Classic Light             | * | ¥ | * |
| Music Choice: Classic R&B               |   | ¥ | * |
| Music Choice: Classic Rock              | * | * | * |
| Music Choice: Classical<br>Masterpieces | * | * | * |
| Music Choice: Contemporary<br>Christian | * | * | * |
| Music Choice: Dance                     | * | * | * |
| Music Choice: Easy Listening            | * | * | * |
| Music Choice: For Kids Only             |   | * | * |

| Music Choice: Gospel                  | * | * | * |
|---------------------------------------|---|---|---|
| Music Choice: Hit List                | * | * | * |
| Music Choice: Jazz                    | * | * | * |
| Music Choice: Light Jazz              | * | * | * |
| Music Choice: Metal                   | * | * | * |
| Music Choice: New Releases            | * | * | * |
| Music Choice: Progressive             | * | * | * |
| Music Choice: R&B Hits                | * | * | * |
| Music Choice: Rap                     | * | * | * |
| Music Choice: Rock Hits               |   | * | * |
| Music Choice: Showcase                | * | * | * |
| Music Choice: Showcase II             |   | * | * |
| Music Choice: Singers &<br>Standards  | * | * | * |
| Music Choice: Soft Rock               | * | * | * |
| Music Choice: Solid Gold Oldies       | * | * | * |
| Music Choice: Sounds of the<br>Season | * | * | * |
| Music Choice: Today's Country         | * | * | * |
| Music Choice: World Beat              | * | * | * |
| Mystery                               |   |   | * |
| National Geographic Channel           | * | * | * |
| The National Network                  | * | * | * |
| VT ABA                                |   |   | * |
| Newsworld International               | * | * | * |
| Nickelodeon/Nick at Nite (East)       | * | * | * |
| Nickelodeon/Nick at Nite (West)       | * | * | * |
| Noggin/The N                          | * | * | * |

| Outdoor Life Network     | *                  | ¥                  | *                        |
|--------------------------|--------------------|--------------------|--------------------------|
| Oxygen                   | ×                  | *                  | *                        |
| PAX                      | *                  | *                  | *                        |
| PBS KIDS Channel         |                    | *                  | *                        |
| PBS YOU                  | *                  | ¥                  | *                        |
| QVC                      | *                  | *                  | *                        |
| Regional Sports Networks | 1 in-market<br>RSN | 1 in-market<br>RSN | All RSNs listed<br>below |
| SCI FI Channel           | *                  | *                  | *                        |
| The Science Channel      |                    | *                  | *                        |
| Shop At Home             | *                  | ¥                  | *                        |
| ShopNBC                  | *                  | *                  | *                        |
| SHOWTIME East            |                    |                    | *                        |
| SHOWTIME Extreme         |                    |                    | *                        |
| SHOWTIME Showcase        |                    |                    | *                        |
| SHOWTIME TOO             |                    |                    | *                        |
| SHOWTIME West            |                    |                    | *                        |
| SoapNet                  |                    | *                  | *                        |
| Speed Channel            | *                  | *                  | *                        |
| STARZ!                   |                    |                    | *                        |
| STARZ! Theater           |                    |                    | *                        |
| STARZ! West              |                    |                    | *                        |
| Sundance Channel         |                    |                    | *                        |
| TBS Superstation         | *                  | *                  | *                        |
| TechTV                   | *                  | *                  | ¥                        |
| TNT                      | *                  | *                  | *                        |
| Toon Disney              | *                  | *                  | *                        |

| Travel Channel                       | * | * | * |
|--------------------------------------|---|---|---|
| Trinity Broadcasting Network         | × | * | * |
| TRIO                                 | * | * | * |
| True Stories                         |   |   | * |
| Turner Classic Movies                | * | * | * |
| Turner South**                       | * | * | * |
| TV Land                              | * | * | * |
| Univision                            | * | * | * |
| USA Network                          | * | * | * |
| VH1                                  | * | * | * |
| VH1 Classic                          |   | * | * |
| WAM!                                 |   |   | * |
| WE: Women's Entertainment            | * | * | * |
| The Weather Channel                  | * | * | * |
| Westerns                             |   |   | * |
| WGN Superstation                     | * | * | * |
| Word Network                         | * | * | * |
| WorldLink TV                         | * | * | * |
| Regional Sports Networks*            |   |   |   |
| Comcast SportsNet (Mid-<br>Atlantic) |   |   | * |
| Empire Sports Network                |   |   | * |
| Fox Sports Net Arizona               |   |   | * |
| Fox Sports Net Bay Area              |   |   | * |
| Fox Sports Net Chicago               |   |   | * |
| Fox Sports Net Cincinnati            |   |   | * |
| Fox Sports Net Detroit               |   |   | * |

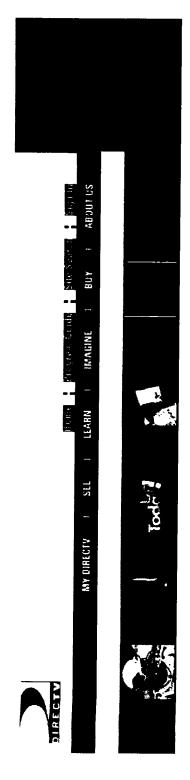
<sup>\*</sup>Regional sports networks subject to blackout restrictions. Professional and collegiate sports subscriptions sold separately.

Programming and pricing subject to change. In some areas served by affiliates of the National Rural Telecommunications Cooperative (NRTC), pricing and programming may differ from that described herein.





<sup>\*\*</sup>Blackout restrictions apply. Available only in AL, GA, MS, TN, SC and sections of NC as determined by zip code.



# DIRECTV PARA TODOS" Packages Comparison

| J DIRECTV <sup>®</sup> packages                   |                           | OPCION             | OPCION             | , C. |
|---|---------------------------|--------------------|--------------------|--|
| J DIRECTV <sup>®</sup> Channel                    |                           | <b>ESPECIAL®</b>   | ESPECIAL"          | PREMIER                                  |
| lineup  |                           | \$31.99 al         | \$35.99 al         | \$81.99 al                               |
| J DIRECTV <sup>®</sup> service<br>in 5 easy steps | Spanish-Language Channels | mes /<br>per month | mes /<br>per month | mes/<br>per month                        |
| VITABIL SOOP WOH                                  | Boomerang (ESP)           |                    | ¥                  | *  |
| technology work?                                  | Canal Sur                 | *                  | *                  | *  |
| J Local channel                                   | Cartoon Network (ESP)     | *                  | *                  | *  |
| availability                                      | Cine Latino               | *                  | *                  | *  |
|   | Clara+Visión*             | *                  | *                  | *  |
|   | CNN en Español            | *                  | *                  | *  |
|   | Discovery en Español      | *                  | *                  | *  |
|   | EWTN*                     | *                  | *                  | *  |
|   | Fox Sports World Español  | *                  | *                  | *  |
|   | Galavisión                | *                  | *                  | *  |
|   | HBO Latino                |                    |                    | *  |
|   | MTV Español               | *                  | *                  | *  |
|   | mun2                      | *                  | *                  | *  |

| Music Cholce: Boleros<br>Music Choice: Canciones de Amor | *  | *                            | *                         |
|--|--|------------------------------|---------------------------|
| Internacional  | *  | *                            | *                         |
| Music Choice: Folklórica                                 | *  | *                            | *                         |
| Music Choice: Mexicana**                                 | *  | *                            | *                         |
| Music Choice: Música Latina                              | *  | *                            | *                         |
| Music Choice: Tejano**                                   | *  | *                            | *                         |
| Music Choice: Tropical**                                 | *  | *                            | *                         |
| VUMA TV  | *  | *                            | *                         |
| Telefe Internacional                                     | *  | *                            | *                         |
| Telemundo East   | *  | *                            | *                         |
| Telemundo Internacional                                  | *  | *                            | *                         |
| Telemundo West   | *  | *                            | *                         |
| Televisión Española Internacional                        | *  | *                            | *                         |
| Toon Disney (ESP)  | *  | *                            | *                         |
| TV Chile   | *  | *                            | *                         |
| Utilisima  | *  | ¥                            | ×                         |
| Univision (East)   | *  | *                            | *                         |
| Univision (West)   | *  | *                            | *                         |
| The Weather Channel/El Canal del Tiempo                  | *  | *                            | *                         |
|  | OPCION<br>EXTRA<br>ESPECIAL <sup>®</sup> | OPCION<br>ULTRA<br>ESPECIAL™ | OPCION                    |
|  | \$31.99<br>al mes/<br>per                | \$35.99<br>al mes/<br>per    | \$81.99<br>al mes/<br>per |
| English-Language Channels                                | month                                    | month                        | month                     |
| ABC Family   | *  | *                            | *                         |
| Action   |  |                              | ¥                         |
|  |  |                              |                           |

| Animal Planet  Arts & Entertainment (A&E)  The Biography Channel  Black Entertainment Television  *  Black STARZ! | ¥ | * |
|---|---|---|
| Arts & Entertainment (A&E) *  The Biography Channel  Black Entertainment Television *  Black STARZ!               | ÷ |   |
| The Biography Channel  Black Entertainment Television  Black STARZ!   | * | * |
| Black Entertainment Television  Black STARZ!  | * | * |
| Black STARZ!  | * | * |
|   |   | * |
| Bloomberg Television *  | * | * |
| Bravo *   | * | * |
| The Church Channel  | * | * |
| Cinemax   |   | * |
| Cinemax West  |   | * |
| * CNN   | * | * |
| Comedy Central  | * | * |
| Country Music Television (CMT)  | * | * |
| * Court TV  | * | * |
| C-SPAN *  | * | * |
| C-SPAN 2  | * | * |
| DayStar *   | * | * |
| Discovery Channel *   | * | * |
| Discovery Civilization  | * | * |
| Discovery Home & Leisure  | * | * |
| Discovery Kids Channel  | * | * |
| Discovery Wings   | * | * |
| Disney Channel East *   | * | * |
| Disney Channel West *   | * | * |
| Do It Yourself Network  | * | * |
| E! Entertainment Television   | * | * |

| Encore East              |   |   | * |
|--------------------------|---|---|---|
| Encore West              |   |   | * |
| ESPN                     | * | * | * |
| ESPN 2                   | * | * | * |
| ESPNEWS                  | * | * | * |
| FLIX                     |   |   | * |
| Food Network             | * | * | * |
| Fox Sports World         |   |   | * |
| X                        | * | * | * |
| Game Show Network        | * | * | * |
| The Golf Channel         |   |   | * |
| Hallmark Channel         | * | * | * |
| HBO East                 |   |   | * |
| HBO Family East          |   |   | * |
| HBO Family West          |   |   | * |
| HBO2 East                |   |   | * |
| HBO2 West                |   |   | * |
| HBO Signature            |   |   | * |
| HBO West                 |   |   | * |
| Headline News            | * | * | * |
| Health Network           | * | * | * |
| The History Channel      | * | * | * |
| History International    |   | * | * |
| Home & Garden Television | * | * | * |
| Home Shopping Network    | * | * | * |
| Independent Film Channel | * | * | * |
| Inspirational Life†      | * | * | * |

| Luce Stories  Love Stories  More More Channel Bast  More Stories Network  More More Stories Network  More Stories Network  More Stories Network  More Stories  More Storie | The Learning Channel                   | *                  | *                  | *                        |
|--|--|--------------------|--------------------|--------------------------|
| x iie Channel East iie Channel West iie Channel West iiie Channel West iiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiii  | ifetime                                | *                  | *                  | *                        |
| x ie Channel East iie Channel West iiin-market | ove Stories                            |                    |                    | *                        |
| ie Channel East iie Channel West  *  | IoreMAX                                |                    |                    | *                        |
| # * *  noice - English (31 OEE/36 OUE)   | The Movie Channel East                 |                    |                    | *                        |
| * * * ** ** ** ** ** ** ** ** ** ** ** *   | The Movie Channel West                 |                    |                    | *                        |
| * * * ** ** ** ** ** ** ** ** ** * * *   | MSNBC                                  | *                  | *                  | *                        |
| * * *  Noice - English (31 OEE/36 OUE)   | VTΜ                                    | *                  | *                  | *                        |
| roice - English (31 OEE/36 OUE)  * * *  Geographic Channel * * *  Geographic Channel * * *  Ind International * * *  Horizonal Network * * *  Life Network * * *  Life Network * * *  * * *  Schannel  * * *  * * *  * *  * *  * *  * *  *   | MTV2                                   | *                  | *                  | *                        |
| Geographic Channel  * * *  Geographic Channel  * * *  Ind International  * * *  * *  * *  * *  * *  * *  * *   | Music Choice - English (31 OEE/36 OUE) | *                  | *                  | *                        |
| Geographic Channel  * * *  Geographic Channel  * * *  Ind International  * * *  * *  * *  * *  * *  * *  * *   | Mystery                                |                    |                    | *                        |
| Geographic Channel  And International  eon/Nick at Nite (West)  He N  Life Network  S Channel  t  **  **  **  **  **  **  **  **  **   | NASA TV†                               | *                  | *                  | *                        |
| onal Network * * *  rid International * * * *  eon/Nick at Nite (West) * * *  eon/Nick at Nite (West) * * *  The N  Life Network * * *  S Channel * * * *  The N  Life Network * * *  S Channel * * *  The N  R Sports Networks  | National Geographic Channel            | *                  | *                  | *                        |
| rid International  eon/Nick at Nite (East)  eon/Nick at Nite (West)  * * *  Life Network  * * *  * *  * *  * *  * *  * *  * *  | The National Network                   | *                  | ¥                  | *                        |
| rid International  eon/Nick at Nite (East)  eon/Nick at Nite (West)  he N  Life Network  S Channel  * * *  * *  *  * * *  *  S Channel  * * *  * *  * *  * *  * *  * *  * *  | VBA TV                                 |                    |                    | *                        |
| eon/Nick at Nite (West)  eon/Nick at Nite (West)  * * *  Life Network  * * *  * *  * *  Channel  * * *  * *  * *  * *  * *  * *  * *   | Newsworld International                | *                  | ¥                  | *                        |
| eon/Nick at Nite (West)  The N  Life Network  S Channel  T  *  *  *  *  *  *  *  *  *  *  *  *   | Nickelodeon/Nick at Nite (East)        | *                  | *                  | *                        |
| Life Network   | Nickelodeon/Nick at Nite (West)        | *                  | *                  | *                        |
| Life Network   * * *  S Channel  * * *  * *  * *  Sports Networks  1 in-market RSN RSN RSN RSN * *   | Noggin/The N                           | *                  | *                  | *                        |
| * * *  Channel   | Outdoor Life Network                   | *                  | *                  | *                        |
| S Channel * * * * * * * * * * * * * * * * * * *  | Oxygen                                 | *                  | *                  | *                        |
| * * *  * * *  Sports Networks 1 in-market  RSN RSN  * *  | PBS KIDS Channel                       |                    | *                  | *                        |
| * * Sports Networks 1 in-market RSN RSN * *  | PBS YOU†                               | *                  | *                  | *                        |
| Sports Networks 1 in-market RSN RSN * *  | qvc                                    | *                  | *                  | *                        |
| *  | Regional Sports Networks               | 1 in-market<br>RSN | 1 in-market<br>RSN | All RSNs<br>listed below |
|  | RFD_TV†                                | *                  | *                  | *                        |

| SCI FI Channel                | * | * | * |
|-------------------------------|---|---|---|
| The Science Channel           |   | * | * |
| Shop At Home                  | * | * | * |
| ShopNBC                       | * | * | * |
| SHOWTIME East                 |   |   | * |
| SHOWTIME Extreme              |   |   | * |
| SHOWTIME Showcase             |   |   | * |
| SHOWTIME TOO                  |   |   | * |
| SHOWTIME West                 |   |   | * |
| SoapNet                       |   | * | * |
| Speed Channel                 | * | * | * |
| STARZ! East                   |   |   | * |
| STARZ! Theater East           |   |   | * |
| STARZ! West                   |   |   | * |
| Sundance                      |   |   | * |
| TBS Superstation              | * | * | * |
| TNT                           | * | * | * |
| Travel Channel                | * | * | * |
| Trinity Broadcasting Network† | * | * | * |
| TRIO                          | * | * | * |
| True Stories                  |   |   | * |
| Turner Classic Movies         | * | * | * |
| TV Land                       | * | * | * |
| USA Network                   | * | * | * |
| VH1                           | * | * | * |
| VH1 Classic                   |   | * | * |
| WAM!                          |   |   | * |

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| WE: Women's Entertainment        | * ) | * 1 | * |
|----------------------------------|-----|-----|---|
| Ine Weather Channel              | *   | *   | * |
| Westerns                         |     |     | * |
| Word Network†                    | *   | *   | * |
| WorldLink TV†                    | *   | *   | * |
| Regional Sports Networks         |     |     |   |
| Comcast SportsNet (Mid-Atlantic) |     |     | * |
| Empire Sports Network            |     |     | * |
| Fox Sports Net Arizona           |     |     | * |
| Fox Sports Net Bay Area          |     |     | * |
| Fox Sports Net Chicago           |     |     | * |
| Fox Sports Net Cincinnati        |     |     | * |
| Fox Sports Net Detroit           |     |     | * |
| Fox Sports Net Florida           |     |     | ¥ |
| Fox Sports Net Midwest           |     |     | * |
| Fox Sports Net New England       |     |     | * |
| Fox Sports Net New York          |     |     | * |
| Fox Sports Net North             |     |     | * |
| Fox Sports Net Northwest         |     |     | * |
| Fox Sports Net Ohio              |     |     | * |
| Fox Sports Net Pittsburgh        |     |     | * |
| Fox Sports Net Rocky Mountain    |     |     | * |
| Fox Sports Net South             |     |     | * |
| Fox Sports Net Southwest         |     |     | * |
| Fox Sports Net West              |     |     | * |
| Fox Sports Net West 2            |     |     | * |
| Madison Square Garden (MSG)      |     |     | * |
|                                  |     |     |   |

New England Sports Network

Sunshine Network

(ESP)=Canal transmitido en inglés con acceso a audio en español

Para tener acceso a la mayoría de los canales en español mencionados arriba, se requiere un Sistema DIRECTV Multi-Satelital apropriadamente instalado.

- \*Gratis para todos los clientes que tienen un Sistema DIRECTV Multi-Satelital.
- \*\*Estos canales de Music Choice podrian no estar disponsibles en las áreas limitadas Para tener acceso a estos canales, se requiere un Sistema DIRECTV Multi-Satelital cubiertas por los afiliados de la Cooperativa Nacional de Comunicaciones Rurales. apropriadamente instalado.

Programación y precios sujetos a cambio. El equipo y la programaci ón se venden por seperado. Los paquetes OPCION ESPECIAL y OPCION EXTRA ESPECIAL podrian no estar disponsibles en las áreas limitadas cubiertas por los afiliados di la Cooperativa Nacional de Comunicaciones Rurales.

(ESP) = English-language broadcast with Spanish-language audio access

To get access to most of the Spanish<del>Elangua</del>ge channela<sub>l</sub>isiged;ade, you must have a DIRECTV Multi-Satellite System properly installed.

- \*Free to all customers who have a DIRECTV Multi-Satellite System.
- To access these channels, you must have a DIRECTV Multi-Satellite System properly \*\*These Music Choice channels may not be available in the limited areas served by members or affiliates of the National Rural Telecommunications Cooperative. installed.

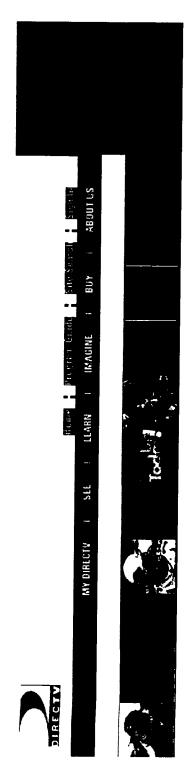
separately. OPCION ESPECIAL and OPCION EXTRA ESPECIAL value packages may not be available in the limited areas served by members or affiliates of the National Rural Programming and pricing subject to change. Hardware and programming sold Telecommunications Cooperative.

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View channels in numerical order.

| ⊔ DIRECTV® packages                 | DIRECTV Channel Lineup (Alphabetical) |                |
|-------------------------------------|---------------------------------------|----------------|
| J DIRECTV® Channel                  | DIRECTV Channel                       | Channel Number |
| lineup                              | A&E                                   | 265            |
| J DIRECTV <sup>®</sup> service      | ABC Family                            | 311            |
| ın 5 easy steps                     | Action                                | 532            |
| J How does DIRECTV technology work? | Adult Variety/Pleasure Island         | 594            |
| Jocal channel                       | All News Channel                      | 364            |
| availability                        | American Movie Classics               | 254            |
|                                     | Animal Planet                         | 282            |
|                                     | BBC America                           | 264            |
|                                     | The Biography Channel                 | 266            |
|                                     | Black Entertainment Television        | 329            |
|                                     | BLACK STARZ!                          | 523            |
|                                     | Bloomberg Television                  | 353            |
|                                     | Boomerang                             | 297            |
|                                     | Bravo                                 | 273            |
|                                     | Cartoon Network                       | 296            |

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The Church Channel

| 512          | 514          | 355  | 202 | 358                     | 629                              | 249            | 327                      | 203      | 350    | 351      | 369     | 278               | 285                    | 279                      | 286                      | 294                    | 287             | 290                 | 291                 | 230                    | 236                         | 626                   | 526         | 527         | 206  | 208          |
|--------------|--------------|------|-----|-------------------------|----------------------------------|----------------|--------------------------|----------|--------|----------|---------|-------------------|------------------------|--------------------------|--------------------------|------------------------|-----------------|---------------------|---------------------|------------------------|-----------------------------|-----------------------|-------------|-------------|------|--------------|
| Cinemax East | Cinemax West | CNBC | CNN | CNNfn/CNN International | Comcast SportsNet (Mid-Atlantic) | Comedy Central | Country Music Television | Court TV | C-SPAN | C-SPAN 2 | Daystar | Discovery Channel | Discovery Civilization | Discovery Health Channel | Discovery Home & Leisure | Discovery Kids Channel | Discovery Wings | Disney Channel East | Disney Channel West | Do It Yourself Network | E! Entertainment Television | Empire Sports Network | Encore East | Encore West | ESPN | ESPN CLASSIC |

| 209    | 207     | 547  | 231          | 258               | 360              | 649                    | 654                     | 639                    | 638                       | 929                    | 634                    | 647                    | 620                        | 624                     | 641                  | 651                      | 637                 | 628                       | 645                           | 630                  | 643                      | 652                 | 653                   | 613              | 248 | 404        |
|--------|---------|------|--------------|-------------------|------------------|------------------------|-------------------------|------------------------|---------------------------|------------------------|------------------------|------------------------|----------------------------|-------------------------|----------------------|--------------------------|---------------------|---------------------------|-------------------------------|----------------------|--------------------------|---------------------|-----------------------|------------------|-----|------------|
| ESPN 2 | ESPNEWS | FLIX | Food Network | Fox Movie Channel | Fox News Channel | Fox Sports Net Arizona | Fox Sports Net Bay Area | Fox Sports Net Chicago | Fox Sports Net Cincinnati | Fox Sports Net Detroit | Fox Sports Net Florida | Fox Sports Net Midwest | Fox Sports Net New England | Fox Sports Net New York | Fox Sports Net North | Fox Sports Net Northwest | Fox Sports Net Ohio | Fox Sports Net Pittsburgh | Fox Sports Net Rocky Mountain | Fox Sports Net South | Fox Sports Net Southwest | Fox Sports Net West | Fox Sports Net West 2 | Fox Sports World | X   | Galavision |

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| Game Show Network            | 309 |
|------------------------------|-----|
| The Golf Channel             | 605 |
| Hallmark Channel             | 312 |
| НВО                          | 501 |
| HBO Family                   | 507 |
| HBO Family West              | 508 |
| нво2                         | 502 |
| HBO2 West                    | 505 |
| HBO Signature                | 503 |
| HBO West                     | 504 |
| Headline News                | 204 |
| The Health Network           | 368 |
| The History Channel          | 269 |
| History International        | 271 |
| Home & Garden Television     | 229 |
| Home Shopping Network        | 240 |
| The Hot Network* (Adult)     | 297 |
| The Hot Zone (Adult)         | 598 |
| The Independent Film Channel | 550 |
| The Learning Channel         | 280 |
| Lifetime                     | 252 |
| Lifetime Movie Network       | 253 |
| Love Stories                 | 528 |
| Madison Square Garden (MSG)  | 621 |
| MoreMAX                      | 513 |
| The Movie Channel East       | 544 |
| The Movie Channel West       | 545 |

| 356   | 331 | 333  | 339       | 824               | 823               | 817                            | 805                              | 838                       | 830                    | 810                       | 841                 | 813                     | 829                           | 836                         | 608                       | 819                        | 834                                  | 843                                  | 812                 | 833                          | 807                         | 842                  | 822                    | 840                | 839                      | 816                 |
|-------|-----|------|-----------|-------------------|-------------------|--------------------------------|----------------------------------|---------------------------|------------------------|---------------------------|---------------------|-------------------------|-------------------------------|-----------------------------|---------------------------|----------------------------|--------------------------------------|--------------------------------------|---------------------|------------------------------|-----------------------------|----------------------|------------------------|--------------------|--------------------------|---------------------|
| MSNBC | VTM | MTV2 | MuchMusic | Music Choice: 70s | Music Choice: 80s | Music Choice: Alternative Rock | Music Choice: American Originals | Music Choice: Atmospheres | Music Choice: Big Band | Music Choice: Body & Soul | Music Choice: Blues | Music Choice: Channel X | Music Choice: Classic Country | Music Choice: Classic Light | Music Choice: Classic R&B | Music Choice: Classic Rock | Music Choice: Classical Masterpieces | Music Choice: Contemporary Christian | Music Choice: Dance | Music Choice: Easy Listening | Music Choice: For Kids Only | Music Choice: Gospel | Music Choice: Hit List | Music Choice; Jazz | Music Choice: Light Jazz | Music Choice: Metal |

| Music Choice: New Releases         | 804 |
|------------------------------------|-----|
| Music Choice: Progressive          | 818 |
| Music Choice: R&B Hits             | 811 |
| Music Choice: Rap                  | 814 |
| Music Choice: Rock Hits            | 820 |
| Music Choice: Showcase             | 802 |
| Music Choice: Showcase II          | 803 |
| Music Choice: Singers & Standards  | 831 |
| Music Choice: Soft Rock            | 821 |
| Music Choice: Solid Gold Oldies    | 825 |
| Music Choice: Sounds of the Season | 908 |
| Music Choice: Today's Country      | 828 |
| Music Choice: World Beat           | 808 |
| Mystery                            | 530 |
| National Geographic Channel        | 276 |
| The National Network               | 325 |
| VI ABA TV                          | 720 |
| New England Sports Network         | 623 |
| Newsworld International            | 366 |
| Nickelodeon/Nick at Nite (East)    | 299 |
| Nickelodeon/Nick at Nite (West)    | 300 |
| Noggin/The N                       | 298 |
| Outdoor Life Network               | 809 |
| Oxygen                             | 251 |
| PAX                                | 255 |
| PBS KIDS Channel                   | 295 |
| PBS YOU                            | 377 |

| 295                | 317 | 244            | 284                 | 234          | 370     | 537           | 542              | 539               | 538          | 540           | 262     | 209           | 520         | 522            | 521         | 549              | 632              | 247              | 354    | 245 | 292         | 277            | 372                          | 315  | 531          | 256                   |
|--------------------|-----|----------------|---------------------|--------------|---------|---------------|------------------|-------------------|--------------|---------------|---------|---------------|-------------|----------------|-------------|------------------|------------------|------------------|--------|-----|-------------|----------------|------------------------------|------|--------------|-----------------------|
| Playboy TV (Adult) | QVC | SCI FI Channel | The Science Channel | Shop At Home | ShopNBC | SHOWTIME East | SHOWTIME Extreme | SHOWTIME Showcase | SHOWTIME TOO | SHOWTIME West | SoapNet | Speed Channel | STARZ! East | STARZ! Theater | STARZ! West | Sundance Channel | Sunshine Network | TBS Superstation | TechTV | TNT | Toon Disney | Travel Channel | Trinity Broadcasting Network | TRIO | True Stories | Turner Classic Movies |

| 631          | 301     | 402       | 242         | 335 | 337         | 969               | 533  | 260                       | 362                 | 529      | P407             | 373          | 375          |  |
|--------------|---------|-----------|-------------|-----|-------------|-------------------|------|---------------------------|---------------------|----------|------------------|--------------|--------------|--|
|              |         |           |             |     |             |                   |      |                           |                     |          | Prime Time       |              |              |  |
|              |         |           |             |     |             |                   |      | inment                    |                     |          | Eastern          |              |              |  |
| Turner South | TV Land | Univision | USA Network | VH1 | VH1 Classic | VIVID TV* (Adult) | WAM! | WE: Women's Entertainment | The Weather Channel | Westerns | WGN Superstation | Word Network | WorldLink TV |  |

<sup>\*</sup>Subject to blackout areas. The DIRECTV System has a "locks and limits" feature which allows you to restrict access to movies based on the MPAA rating system, or block the viewing of entire channels.

Programming subject to change.

|                           | <b>3</b> ↔                    | ESSUENTE L'ANDE L'ANDE L'ANDESTRO |
|---------------------------|-------------------------------|--|
| を関係の過去できるとのでは、日本のでは、これのは、 | <b></b>                       | 125 ACT 12 CONTRACTOR  |
|                           | திர்தி மதித்த                 | 10.000   |
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## Programming in Hawaii

| Channel   | Channel<br>Number | HAWAII<br>CHOICE PLUS™ | OPCIÓN<br>HAWAII PLUS |
|---|-------------------|------------------------|-----------------------|
| American Movie Classics (AMC)                   | 254               | *                      | *                     |
| Animal Planet                                   | 282               | *                      | *                     |
| Biography Channel                               | 266               | *                      | *                     |
| Boomerang                                       | 297               | *                      | *                     |
| Bravo   | 273               | *                      | *                     |
| Comedy Central                                  | 249               | *                      | *                     |
| Court TV  | 203               | *                      | *                     |
| C-SPAN 2  | 351               | *                      | *                     |
| Discovery Kids                                  | 294               | *                      | *                     |
| Do-It-Yourself Network                          | 230               | *                      | *                     |
| E! Entertainment Television                     | 236               | *                      | *                     |
| Food Network                                    | 231               | *                      | *                     |
| Fox Movie Channel                               | 258               | *                      | *                     |
| Fox News Channel                                | 360               | *                      | *                     |
| Fox Sports Net West                             | 652               | *                      | *                     |
| Fox Sports Net West 2                           | 653               | *                      |                       |
| FX  | 248               | *                      | *                     |
| Galavision                                      | 404               | *                      | *                     |
| The Golf Channel                                | 605               | *                      | *                     |
| The History Channel                             | 269               | *                      | *                     |
| Home & Garden Television (HGTV)                 | 229               | *                      | *                     |
| Home Shopping Network                           | 240               | *                      | *                     |
| The Learning Channel (TLC)                      | 280               | *                      | *                     |
| Lifetime  | 252               | *                      | *                     |
| MSNBC   | 356               | *                      | *                     |
| MTV   | 331               | *                      | *                     |
| MTV2  | 333               | *                      | *                     |
| Nickelodeon/Nick at Nite (West)                 | 300               | *                      | *                     |
| Noggin<br>                                      | 298               |                        |                       |
| Odyssey   | 312               | *                      | *                     |
| PAX TV  | 255               | *                      | *                     |
| PBS KIDS  | 295               | *                      | *                     |
| QVC   | 317               | *                      |                       |
| SCI FI Channel                                  | 244               | *                      |                       |
| SoapN et  | 262               | *                      |                       |
| Speedvision                                     | 607               | *                      |                       |
| STARZ! Theater East<br>STARZ! West              | 522<br>521        | *                      | *                     |
| Toon Disney                                     | 292               | *                      | *                     |
| Travel Channel                                  | 233               | *                      |                       |
| TV Land   | 301               | *                      |                       |
| Univision                                       | 402               | *                      | *                     |
| ShopNBC   | 370               | *                      | *                     |
| VH1   | 335               | *                      | *                     |
| Canal Sur                                       | 420               |                        | *                     |
| Cine Latino                                     | 423               |                        | *                     |
| Channel J                                       | 440               |                        | *                     |
| CNN en Español                                  | 419               |                        | *                     |
| Discovery en Español                            | 413               |                        | *                     |
| Fox Sports World Español                        | 425               |                        | *                     |
| GEMS Televisión                                 | 410               |                        | *                     |
| HBO Latino                                      | 511               |                        | *                     |
| MTV S   | 416               |                        | *                     |
| MUSIC CHOICE Boleros (audio)                    | 846               |                        | *                     |
| MUSIC CHOICE<br>Canciones de Amor Internacional | 848               |                        | *                     |
| (audio)   |                   |                        |                       |
| MUSIC CHOICE Folklórica (audio)                 | 845               |                        | *                     |
| MUSIC CHOICE Música Latina<br>(audio)           | 847               |                        | *                     |
| PUMA TV   | 417               |                        | *                     |
| Telefe  | 411               |                        | *                     |
| Telemundo East                                  | 405               |                        | *                     |
| Telemundo Internacional                         | 418               |                        | *                     |
| Telemundo West                                  | 406               |                        | *                     |
| TV Chile Internacional                          | 408               |                        | *                     |
| TV Española Internacional                       | 407               |                        | *                     |
| Univisión (West)                                | 403               |                        | *                     |
| Utilísima                                       | 409               |                        | *                     |
| The Weather Channel/El Canal                    | 421               | 1                      | *                     |